

# How to Choose the Right ERP Without Wasting Money

Doing More With Less

# Welcome: Lunch and Learn



- 30-minute session
- 15-minute open discussion
- Light and easy
- Take at least one action
- The recording will be available on our website

# Context

- The ERP implementation project is approved
- Looking for a new ERP
- Where to start?

# Scene setting



LONG TERM  
COMMITMENT (10 YEARS)



MAJOR CHANGE IN THE  
ORGANISATION



SIGNIFICANT CAPITAL  
INVESTMENT

# What are we looking for?

- ~~Best ERP~~
- ~~AI-based ERP~~
- ~~ERP within Gartner's quadrant~~
- **Partnership with the compatible Product and Implementor.**

# How to find the compatible partner?

1. Go inwards – Find who we are and our current and future needs
2. Go outwards – Evaluate compatibility
3. Understand the game – Assessment, your role, vendor's role
4. Negotiate to win-win
5. Sign and close

# Go inwards



# Go Outwards

RFP TO SELECTED VENDORS

CLEAR PLAN FOR ASSESSMENT AND DECISION MAKING

ENGAGE THE RIGHT PEOPLE

STRICTLY, FOLLOW THE AGREED PLAN

# Understand the game

Seller's priorities are different from those of buyers

There is a BIG difference in your experience and the vendor's

You will not see the same people after you sign the dotted lines.

You are underestimating the complexity, capability and effort

You are too optimistic about the end product

Your role – Owner and accountable

Vendor's role – Technical delivery

# Negotiate to win-win



## Negotiate for:

Risk Management

Value for money: for the entire implementation

Decisions (one way)



## Negotiate on:

Cost (Implementation, Licenses, Support)

People: Get the best people for your project

# Sign & Close



Have we followed our selection criteria and plan?



Are there any open loops?



Who is authorised to sign and authorise?

# Closing thoughts

- Knowing what we need is power
- Setting a clear selection process is sanity
- Making people accountable is engagement
- All that glitters is not gold. *Even if it is, you may not need it!*